

Message Text

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PAGE 01 STATE 116001
ORIGIN EB-07

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DRAFTED BY EB/OCA/CM/JJREILLY
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P R 201050Z MAY 77
FM SECSTATE WASHDC
TO AMCONSUL AMSTERDAM PRIORITY
AMEMBASSY LONDON PRIORITY
INFO AMEMBASSY THE HAGUE

UNCLAS STATE 116001

E.O. 11652: N.A.

TAGS: BTRA

SUBJECT: COMMERCIAL PROGRAM: BUSINESS TRAVEL OF
ROBERT BOBLETT

1. ROBERT BOBLETT, TRUSTEE, INVESTORS DIVERSIFIED SERVICES REALTY TRUST (IDS REALTY TRUST), MINNEAPOLIS, HAS, THROUGH CONGRESSMAN BILL FRENZEL OF MINNESOTA, REQUESTED THE DEPARTMENT'S ASSISTANCE IN CONNECTION WITH A TRIP HE WILL MAKE TO LONDON MAY 20 - 26 AND AMSTERDAM JUNE 3 - 11.

2. PURPOSE OF VISIT IS TO MEET PROSPECTIVE BUYERS OF FOLLOWING KINDS OF IDS HOLDINGS OF REAL ESTATE IN U.S.: (A) SHOPPING CENTERS; (B) OFFICE BUILDINGS; (C) CONDOMINIUMS; AND (D) DEVELOPED AND UNDEVELOPED LAND. IDS IS SEEKING TO SELL PROPERTY IN ORDER TO CONVERT IT TO CASH TO PAY BANK INDEBTEDNESS.

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3. BOBLETT REPORTS THAT, IN U.S., IDS ORDINARILY DOES BUSINESS WITH THREE LEVELS OF INVESTORS: (A) INSTITUTIONAL INVESTORS, (B) THE BROKERAGE COMMUNITY, AND (C) INDIVIDUAL INVESTORS. HE PLANS TO MEET WITH THESE KINDS OF INVESTORS ON THIS TRIP. BOBLETT WILL BE RELYING ON IDS' BANKING AND REAL ESTATE CONNECTIONS FOR CONTACTS WITH INSTITUTIONAL INVESTORS AND THE BROKERAGE COMMUNITY. HE WOULD APPRECIATE

IT IF ACTION ADDRESSEES COULD PROVIDE HIM WITH A LIST OF PROSPECTIVE BUYERS IN THE THIRD CATEGORY, I.E. INDIVIDUAL INVESTORS--EITHER INDIVIDUALS WHO HAVE ALREADY INFORMED POSTS OF THEIR INTEREST IN REAL ESTATE INVESTMENT IN THE U.S., OR OTHERS THE POSTS BELIEVE MIGHT BE GOOD PROSPECTS TO NVEST IN THE TYPES OF PROPERTIES LISTED PARA. 2.

4. IDS REALTY TRUST IS A PUBLICLY HELD REAL ESTATE INVESTMENT TRUST WHICH MANAGES AN ASSET POOL OF APPROXIMATELY \$300 MILLION. INVESTORS DIVERSIFIED SERVICES, THE PARENT ENTITY, IS A FINANCIAL SERVICES CONGLOMERATE WHICH SELLS MUTUAL FUNDS, LIFE INSURANCE AND INVESTMENT CERTIFICATES AND MANAGES AN ASSET POOL OF \$5 BILLION.

5. ACTION REQUESTED:

ACTION ADDRESSEES ARE REQUESTED TO PROVIDE BOBLETT UPON ARRIVAL WITH A LIST OF PROSPECTIVE INDIVIDUAL INVESTORS IN TYPES OF REAL ESTATE LISTED PARA 2. BOBLETT PLANS TO CALL ON COMMERCIAL COUNSELOR HYMAN IN LONDON ON MAY 23 OR 24 AND E/C OFFICER BROWN IN AMSTERDAM JUNE 7 OR 8. CHRISTOPHER

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Message Attributes

Automatic Decaptioning: X
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Control Number: n/a
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Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
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Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
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Disposition Event:
Disposition History: n/a
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Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
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SAS ID: 2431822
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Subject: COMMERCIAL PROGRAM: BUSINESS TRAVEL OF ROBERT BOBLETT
TAGS: BTRA, (BOBLETT, ROBERT)
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